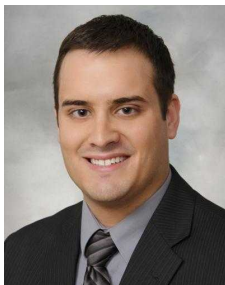




# Comparative Market Analysis

Prepared for  
**Deanna Mackey**

For property at  
**1506 LINDEN**



**Chris Chiaramonte**  
**COLDWELL BANKER MID AM GROUP**  
1401 50th Street, Suite 105  
West Des Moines, IA 50266  
Phone: 515-771-1918  
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Owned And Operated



May 4, 2015

Deanna Mackey  
1506 Linden LN  
Des Moines, IA 50315

Dear Deanna,

I appreciate the opportunity to provide you with a Comparative Market Analysis for your property. Prepared exclusively for you, this analysis contains a summary of the recent real estate transactions in your area for properties that are similar to yours. While none of the properties included in this analysis is exactly like yours, they do provide a good basis by which to compare your property with the 'competition'.

The following pages contain descriptions of each property whether it is currently available for sale, recently sold, or was listed but did not sell. A short description of each property is provided, followed by a summary table of each property's key features, which allows you to easily compare the features of your property with others in your area.

Your property may have special features or improvements that could substantially affect the price range in which it should be listed. We will discuss pricing in more detail after you have had a chance to review the enclosed information.

Please give me a call if you have any questions or would like any additional information. I look forward to working with you and selling your property quickly.

Sincerely,

**Chris Chiaramonte**  
**COLDWELL BANKER MID AM GROUP**  
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West Des Moines, IA 50266  
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[chris.chiaramonte@cbdsm.com](mailto:chris.chiaramonte@cbdsm.com)



## Subject Property

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**1506 LINDEN**



**Style:** BNGLW

**Basement SF:** 0

**Living Area SqFt:** 840

**Bsmt Fin Sq Ft:** 0

**Year Built:** 1951

**FB Total:** 1

**Beds:** 2

**PB Total:**

**Lot SF:**

**HB Total:**

**Garage:**

**Bsmt Description:**

**School District:** DESMOINE

**# Fireplace:**

**Exterior:**

**Gross Taxes:**

**Air Conditioning:**

**County:** POLK

**Foundation:**

**Dining Room:**

**Heat:**

**Included Items:**

**Other Rooms:**

**Chris Chiamonte, COLDWELL BANKER MID-AM GR**

1401 50th Street, Suite 105, West Des Moines, IA 50266

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## Comparable Property Location

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Comparable Address	# Beds	SqFt	DOM	List Price	Sale Price
1506 LINDEN	2	840			
1305 WADE ST	2	840	43	\$89,900	
23 E LALLY ST	2	844	18	\$89,900	
1200 BUNDY ST	2	780	3	\$85,000	
419 E HILLSIDE AVE	3	826	109	\$90,000	\$87,500
1216 WEST ST	3	960	162	\$89,900	\$93,000
313 VIRGINIA AVE	2	912	20	\$84,900	\$82,500

**Chris Chiamonte, COLDWELL BANKER MID AM GROUP**

Office: 515-771-1918 | Cell: 515-224-8804

## Residential Comparative Homes Side-by-Side



Property Address	1506 LINDEN	1305 WADE ST	23 E LALLY ST
ID#		450308	451145
Status		Pending	Pending
City/Zip Code	DES MOINES	DES MOINES /50315	DES MOINES /50315
Area		DES MOINES S.WEST	DES MOINES S.EAST
County	Polk	Polk	Polk
Acres		0.172	0.222
Zoning		R1-60	R
Exterior		Vinyl Siding	Vinyl Siding
Parcel		12007357000000	12000838000000
List Price		\$89,900	\$89,900
List\$/SqFt		\$107.00	\$107.00
Living Area SF	840	840	844
Lot SF		7500.00	9650.00
Year Built	1951	1955	1995
School District	DESMOINE	DESMOINE	DESMOINE
Basement SF	0.00	840.00	832.00
Fin. Basement SF	0	380	
Bedrooms	2	2	2
Bathrooms	1	1 ,0 ,0	1 ,0 ,0
Property Class	Residential	Residential	Residential
Basement		Partial	Daylight Window
Style	Bungalow	Ranch	Ranch
Interior		Shades/Curtains/Shutters , Car	Drapes/Curtains (Part) , Carpet
Included Items		Stove , Microwave	Stove , Refrigerator
Dining		No Dining	Eat In Kitchen
Other Rooms			
Garage			
Water		City	City
Sewer		City	City
Roof		Asphalt Shingle	Asphalt Shingle
List Date		03/13/15	03/30/15
List Price		\$89,900	\$89,900
ADOM		45	21
AVG ADOM	33	33	33
Sale Price			
\$SP/Sqft			
\$SP/\$LP Ratio	--	0 %	0 %
Sold Date			
DOM		43 days	18 days

## Residential Comparative Homes Side-by-Side



Property Address	1200 BUNDY ST	419 E HILLSIDE AVE	1216 WEST ST
ID#	451666	445438	442608
Status	Pending	Sold	Sold
City/Zip Code	DES MOINES /50315	DES MOINES /50315	DES MOINES /50315
Area	DES MOINES S.WEST	DES MOINES S.EAST	DES MOINES S.WEST
County	Polk	Polk	Polk
Acres	0.193	0.186	0.150
Zoning	Res	RES	R1-60
Exterior	Metal Siding	Metal Siding	Frame
Parcel	12001034000000	02001528000000	12000944000000
List Price	\$85,000	\$90,000	\$89,900
List\$/SqFt	\$109.00	\$109.00	\$94.00
Living Area SF	780	826	960
Lot SF	8418.00	8110.00	6550.00
Year Built	1960	1963	1979
School District	DESMOINE	DESMOINE	DESMOINE
Basement SF	780.00	816.00	960.00
Fin. Basement SF			0
Bedrooms	2	3	3
Bathrooms	1 ,0 ,0	1 ,1 ,0	1 ,0 ,0
Property Class	Residential	Residential	Residential
Basement	Partial	Finished	Unfinished
Style	Ranch	Ranch	Ranch
Interior	Drapes/Curtains (All) , Carpetin	Drapes/Curtains (All) , Carpetin	
Included Items	Stove , Microwave	Stove , Microwave	
Dining	Dining Areas	Eat In Kitchen	Eat In Kitchen
Other Rooms			Pantry
Garage			
Water		City	City
Sewer		City	City
Roof	Asphalt Shingle	Asphalt Shingle	Asphalt Shingle
List Date	04/03/15	11/12/14	09/12/14
List Price	\$85,000	\$90,000	\$89,900
ADOM	4	112	166
AVG ADOM	94	94	94
Sale Price		\$87,500	\$93,000
\$SP/Sqft		\$106.00	\$97.00
\$SP/\$LP Ratio	0 %	97 %	103 %
Sold Date		04/06/15	02/24/15
DOM	3 days	109 days	162 days



## Residential Comparative Homes Side-by-Side



Property Address	313 VIRGINIA AVE
ID#	445369
Status	Sold
City/Zip Code	DES MOINES /50315
Area	DES MOINES S.WEST
County	Polk
Acres	0.251
Zoning	R
Exterior	Metal Siding
Parcel	01001696000000
List Price	\$84,900
List\$/SqFt	\$93.00
Living Area SF	912
Lot SF	10950.00
Year Built	1922
School District	DESMOINE
Basement SF	912.00
Fin. Basement SF	
Bedrooms	2
Bathrooms	1 ,0 ,0
Property Class	Residential
Basement	Partial Finished
Style	Bungalow
Interior	Drapes/Curtains (Part) , Carpet
Included Items	Stove , Refrigerator
Dining	Formal Dining Rm
Other Rooms	
Garage	
Water	City
Sewer	City
Roof	Asphalt Shingle
List Date	11/13/14
List Price	\$84,900
ADOM	22
AVG ADOM	22
Sale Price	\$82,500
\$SP/Sqft	\$90.00
\$SP/\$LP Ratio	97 %
Sold Date	02/12/15
DOM	20 days



<u>Address:</u> <b>1506 LINDEN</b>		<u>1305 WADE ST</u>		<u>23 E LALLY ST</u>	
Status:		PND		PND	
List Price:		\$89,900		\$89,900	
Sale Price:					
Year Built:	1951	1955		1995	
Style:	BNGLW	RANCH		RANCH	
Exterior:		VINYLSID		VINYLSID	
Bedrooms:	2	2		2	
Full Baths:	1	1		1	
P. Baths:		0		0	
Half Baths:		0		0	
Square Ft:	840	840		844	
Basement SF:	0	840	\$-2,520	832	\$-60
B/Fin SF:	0	380	\$-3,800		\$-2,496
_____		_____		_____	
Total:	\$0	\$-6,320		\$-2,556	
Adjusted List Pr:		\$83,580		\$87,344	
Adjusted Sale Pr:					
Notes:					

Information provided is reliable but not guaranteed.





# Price Adjustments

Prepared for Deanna Mackey

<u>Address:1200 BUNDY ST</u>		<u>419 E HILLSIDE AVE</u>		<u>1216 WEST ST</u>	
Status:PND		SLD		SLD	
List Price:\$85,000		\$90,000		\$89,900	
Sale Price:		\$87,500		\$93,000	
Year Built: 1960		1963		1979	
Style: RANCH		RANCH		RANCH	
Exterior: METALSID		METALSID		FRAME	
Bedrooms: 2		3	\$-1,000	3	\$-1,000
Full Baths: 1		1		1	
P. Baths: 0		1	\$-1,500	0	
Half Baths: 0		0		0	
Square Ft: 780	\$900	826	\$210	960	\$-1,800
Basement SF: 780	\$-2,340	816	\$-2,448	960	\$-2,880
B/Fin SF:				0	
<hr/>		<hr/>		<hr/>	
Total:		\$-1,440	\$-4,738	\$-5,680	
Adjusted List Pr:	\$83,560	\$85,262	\$84,220		
Adjusted Sale Pr:		\$82,762	\$87,320		
Notes:					

Information provided is reliable but not guaranteed.



## Price Adjustments

Prepared for Deanna Mackey

**Address:**313 VIRGINIA AVE  
**Status:**SLD  
**List Price:**\$84,900  
**Sale Price:**\$82,500  
**Year Built:** 1922  
**Style:** BNGLW  
**Exterior:** METALSID  
**Bedrooms:** 2  
**Full Baths:** 1  
**P. Baths:** 0  
**Half Baths:** 0  
**Square Ft:** 912                      \$-1,080  
**Basement SF:** 912                      \$-2,736  
**B/Fin SF:**

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<b>Total:</b>	<b>\$-3,816</b>
<b>Adjusted List Pr:</b>	<b>\$81,084</b>
<b>Adjusted Sale Pr:</b>	<b>\$78,684</b>
<b>Notes:</b>	

Information provided is reliable but not guaranteed.



# Pricing Your Property

Prepared for Deanna Mackey

## General Facts About Pricing...

There are certain factors that are within our control and some factors beyond our control when it comes to setting the price. Those factors within our control are: the appearance of the property, how aggressively we market the property and the price. Factors outside our control are: location of property, size and local amenities. It's important to accept those factors that are beyond our control and focus on the pricing and preparation.

A property priced at market value will attract more buyers than a home priced above market value. Consider that a competitively priced property will also attract a greater number of potential buyers and increase your opportunity for a quick sale.

## Market Statistics...

<u>Sell Price Statistics</u>		<u>Sell Price Per Sq. Ft. Statistics</u>	
<b>Average Price:</b>	\$82,900	<b>Average Price/Sq Ft:</b>	$\$92.48 \times 840$ \$77,700
<b>High Price:</b>	\$87,300	<b>High Price/Sq Ft:</b>	$\$100.20 \times 840$ \$84,200
<b>Median Price:</b>	\$82,800	<b>Median Price/Sq Ft:</b>	$\$90.96 \times 840$ \$76,400
<b>Low Price:</b>	\$78,700	<b>Low Price/Sq Ft:</b>	$\$86.28 \times 840$ \$72,500

Figures are based on selling price after adjustments, and rounded to the nearest \$100.

## Summary...

Analysis of the selected comparable properties suggest similar properties are selling in the price range of: **\$75,000 to \$82,000**

**Recommend Price: \$80,000**

**Chris Chiamonte, COLDWELL BANKER MID AM GROUP**  
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# Preparing Your Home

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## Exterior

The condition of your home's exterior is most important when it comes to buyer appeal.

- House number should be easy to read
- Lights on timers to ensure house is lit up after sunset
- Eaves troughs, and down spouts in good repair
- Garage/car port clean and tidy
- Litter picked up
- Cracked or broken window panes replaced
- Doorbell and door hardware in good repair
- Touch up trim paint on doors, window frames, fascia, etc.
- Mow, edge and weed the lawn frequently until the home is sold.
- Overgrown shrubbery should be cut back to show as much of the exterior as possible.
- A low-cost investment in seasonal flowers or ground cover will add a personal touch.
- Inspect the roof for necessary repairs and any visible broken shingles or tiles.
- Stucco water stains can be repaired using a mild bleaching agent.
- Fences should be mended and painted.
- Wash all windows inside and outside.

## Interior

Warm and welcoming!

- Lights should be on and drapes should be left open during daylight
- Heat set at a comfortable temperature
- Fresh flowers/plants in various rooms
- Chipped plaster and paint touched up and repaired
- Doors and cupboards properly closed
- Leaky taps and toilets repaired
- Burned out light bulbs replaced
- Squeaky doors oiled
- Mirrors, fixtures, and taps cleaned and polished
- Seals around tubs and basins in good repair
- Floors cleaned, garbage containers emptied
- Inside of closets and cupboards neat and tidy
- Valuable property, out of reach, out of sight, or locked away
- Pets absent, where possible, or contained during showings
- All torn screens should be repaired or replaced.
- Avoid repainting the entire house unless current colors are very loud or offbeat.
- White or light pastels are the easiest to work with and they make your rooms look larger.
- Fireplace lit in cooler weather
- Air conditioner turned on in warm weather
- Countertops neat and polished
- Appliances cleaned
- Inside of closets and cupboards neat and tidy